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# UA99/9 Southern Exponent of Business Education, Vol. I, No. 1

Bowling Green Business University

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# Southern Exponent

## BUSINESS EDUCATION

Des. & Ex. by C. R. HILL

VOL. I.

BOWLING GREEN, KY., NOVEMBER, 1906.

No. 1.

*Southern Exponent*

The Bowling Green Business University sends greetings to you thru this, the first issue of the Southern Exponent. The University has grown to such proportions and its graduates have become so numerous that it seemed best for its interests and those of its graduates to have this paper devoted to the advancement and advocacy of the principles for which the Institution stands. We trust The Exponent will be useful in its field.

### THE BANKING COURSE.

More banks are being organized now than ever before in the history of our country. More competent bookkeepers, tellers and cashiers are therefore in demand now than ever before. It is nearly impossible to supply the demand for qualified men. And when we say "qualified men," we mean men who can go into a bank and, without further instruction, do the work required of them. Bank officials are very busy men; they have no time for teaching bookkeeping and other details of banking to new employees. They are conducting banks—not business schools. Consequently they want men who are already taught and trained. To this end we have equipped our banking department with everything necessary to a complete, thorough, practical course as nearly like the work of a real banking house as it can be made in a school. We have recently secured a new \$375 Burroughs Adding Machine such as is used in the best banks, that our students may enjoy every opportunity to be thoroughly equipped even in every little detail of banking when they enter upon their duties.

The demand upon us for competent men for banks continues to grow, and we are striving to meet it with the best trained men.

Note:—The Bowling Green National Bank of this city has two of our students in its employ; the Citizens' National Bank has three, and the Potter-Matlock Bank and Trust Co. has six.

In other words, the banking books of our city are kept practically by students.

### PENMANSHIP.

Every business man lays great stress upon good penmanship—and rightly so. Its importance in business can hardly be over-estimated.

We are particularly fortunate in being able to enjoy the services of three of the finest penmen in the country.

We present in this issue some work of Prof. Chas. R. Hill, our regular teacher of penmanship, and also some specimens of Prof. J. L. Harman's rapidly written business penmanship.

### GREETING.

Dear Friends:—

We greet you and again wish you a hearty God-speed!

We have followed you in your work, rejoiced with you in every success and suffered with you in every time of misfortune and adversity. We can never forget any "old student." Your interests are inseparably connected with ours. We are made happy almost every day when we hear of the phenomenal success you are enjoying. From all over the nation, we are receiving the glad tidings that you are accomplishing the things you came here to prepare for in the days ago. We always believed in the quality of character you possessed when you were with us and when you coupled competency with character, we never entertained a doubt of your success. It follows as a natural consequence. In thinking of you and your success, another thought comes with tremendous force. It is this:—right in your present community there are two, three or a

courteous behavior; and with it all and thru it all and over it all, the unstinted and unrestrained estimate put upon Character and its overshadowing importance—all these things combine to make up a happy, tho indefinable and indescribable condition which we sometimes designate as the Spirit of the Institution. It gets hold of the students. It characterizes them wherever they go. It puts a stamp upon their work. It is more precious than rubies. It is more to be desired than much fine gold. It is the Trade Mark of the Institution.

### THE E. G. B. U. CATALOGUE.

The large new illustrated catalogue of this Institution is now in press and will be a very handsome booklet, containing full details on every point a prospective student would probably desire information.

We are always glad to send it to any one who may wish to see it. Write us for it, and in your letter be sure to state what course you want to take.

### THE COMMERCE COURSE.

It is indeed gratifying to note with what zeal and enthusiasm our students are entering the Commerce Course recently organized. The degree of Bachelor of Commercial Science is conferred upon those who complete this course. For every graduate there will be fully a dozen high-salaried positions offered. The business world will never get enough book-keepers of this class.

Write us for particulars, time and terms.

### THE NEW STENOGRAPHER.

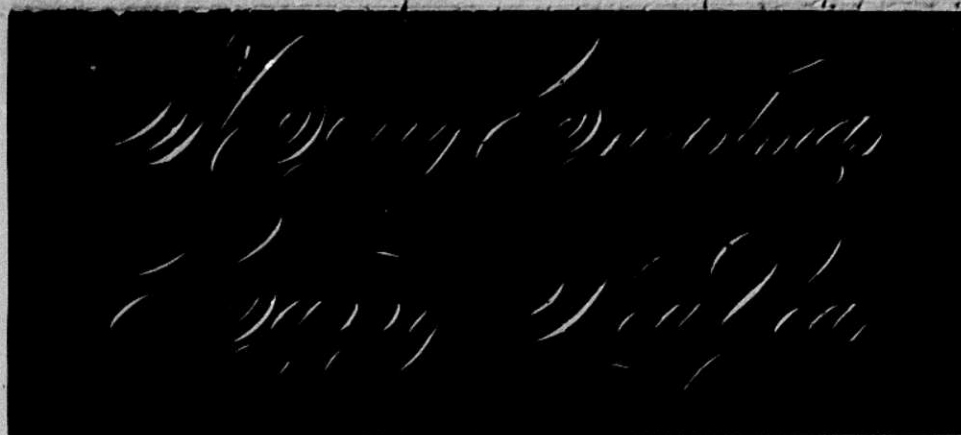
I have a new stenographer—she came to work to-day.  
She told me that she wrote the Graham system.  
Two hundred words a minute seemed to her, she said, like play.  
And word for word at that—she never missed 'em.  
I gave her some dictation—a letter to a man.  
And this, as I remember it, was how the letter ran:

"Dear sir: I have your favor, and in reply would state  
That I accept the offer of yours of recent date.  
I wish to say, however, that under no condition  
can I afford to think of your free lance proposition.  
I shall begin to-morrow to turn the matter over.  
The copy will be ready on August 10th about.  
Material of this nature should not be rushed unduly.  
Thank you for your favor, I am yours very truly."

She took it down in shorthand with apparent ease and grace.  
She didn't call me back all in a hurry.  
I thought I, "At last I have a girl worth keeping round the place!"  
I said, "Now write it out—you ain't hurry."  
The Remington she tackled—now and then she struck a key.  
And after thirty minutes this is what she handed me:

"Dear sir, I have the Fever, and in a Pile I sit.  
And I accept the Offer as you have resced it.  
I wish to see, however, that under any condition  
can i for to think of a free lunch preposishun?  
I Shall be in to-morrow To, turn the mother out.  
The cap will be red and will cost \$10 about.  
Material of this nation should not rust N. Dooley  
Thinking you have the Fever I am Yours very Truly."

—Milwaukee Sentinel.



A Specimen of Fancy Penmanship By Prof. Hill.

### A GREAT INSTITUTION.

On the 17th of January, 1907, the doors of the new State Normal School at Bowling Green will be thrown open.

We want to put in writing here and now the prediction that this will be one of the greatest institutions of its kind in all America.

The faculty, already employed, is composed of some of the ablest, profoundest, most renowned and experienced educators to be found in the best universities in this country. Each instructor has specialized for years on the work he is chosen to do. None but experts will be found in the institution.

Many students from other states are arranging to matriculate in January.

Persons desiring literary work should write to the State Normal School, Bowling Green, Ky., for catalogue and other literature.

*Send for Catalogue*

course is, in our judgment, that they are laboring under the mistaken idea that it would require a much longer time and a much greater outlay of money than it really does.

If you will write us stating your advancement as nearly as you can, we can tell you approximately what time it will require you to complete our business or other courses.

### THANKS

We have recently received many letters from former students giving names and addresses of those who contemplated going to school, and giving other valuable information. We are at a loss to express, in an adequate and becoming manner, our gratitude for this new evidence of the loyalty that has always characterized our students. Scores and scores of students have told us they came to the Institution because it was recommended by some former student. A word spoken by an old student means more than anything we can say and accomplishes more, because it is disinterested evidence of the merits of the Institution. Of course we need not say we appreciate every kind word. You know it. We attribute the phenomenal growth and continued prosperity of our Institution to this faithful, enthusiastic friendship and devotion of our old students to their Alma Mater. Many a young man to-day attributes his success in life to a word spoken by some one who had attended this Institution, years before. Tell some one about the school.



# THE SCHOOL OF TELEGRAPHY

## NO! TELEGRAPHERS!

All the railroads are short of telegraph operators and are almost begging for more men. Reader, if you have had it in mind to enter this line of business, now is your time to get ready for it. If they were ready, eighty-one men could get good positions right now.

No students ever worked more faithfully or progressed more rapidly than the pupils in our School of Telegraphy. They are "fairly burning the wires" with practice. Their operating-room is a busy bee-hive. The click, click, click of their instruments knows no pause; day in and day out it goes on. New students keep coming, and teachers and students, realizing the marvelous opportunities of **The Great Now**, are doing all in human power to supply every place offered our students and yet we cannot prepare them fast enough. Dozens of new railroads are being built right now. **Where are they going to get telegraph operators enough for them?**

The Chief Dispatcher of one of the largest Southern railroads recently asked one of our representatives for all the telegraph operators we can train in the next eight or ten months.

## TWO, HIGH UP.

We are gratified to be able to announce that two graduates of the School of Telegraphy have attained the distinction of being elected Chief Dispatcher within three years after their graduation, tho it usually takes four to eight years of experience to reach this position. It pays, therefore, to study where you can save so many years of time.

## FIVE ON THE ROAD UP.

Five graduates of the School of Telegraphy have been made Dispatchers. This usually requires from two to four years, tho these men reached it in one to three years. Again we remark: It pays to study where you can save so many years of time, not to mention the cost.



A Typical Railway Station in Charge of an Old Student of Our School of Telegraphy.

*Good penmanship is a large part of a Bookkeeper's capital.*  
J. H. Harman

## SOMETHING NEW

We have closed a contract by the terms of which our advanced students in Telegraphy will hereafter have the privilege of using the telegraph line between Bowling Green and Scottsville, Ky., for practice. These students will enjoy the advantage of transacting the regular telegraph business of this line, thereby receiving the actual experience of adjusting lines, relays, and instruments, and of correcting all irregularities caused by weather conditions, and thus become better qualified for actual telegraph business. We will send upon this line our graduate students and give them all the necessary practice and experience before sending them to positions.

We are sure this new feature will be greatly appreciated by all our former students, but more especially by those who are contemplating a telegraphy course. There are but few business schools in the United States that offer an advantage like this. We wish to announce, however, that we will not stop here; we have still better news for the students of this department, but we prefer to tell them what we have done rather than what we are going to do.

## MILLIONAIRES ONCE TELEGRAPH OPERATORS.

"There must be something in the 'tick, tick' of the telegraph machine that teaches the operator the way to require millions. In no other way is it possible to explain why the trip from the key-board to the desk of the controlling heads of great corporations is so easily traversed."

"Such men as Andrew Carnegie; Thos. A. Edison; Recorder Goff of New York; Jno. C. Barkley, General Manager of the Western Union Telegraph Co.; W. C. Brown, Vice-President of the New York Central Railroad; Ass't. Postmaster General P. V. DeGraw; Robt. C. Clowey, Pres. of the Western Union Telegraph; T. C. Eckert, and the Gould boys are included in the list of these masters of the wire, and most of them got their start in the world while clicking away at the key-board."

"It would seem not a bad idea to supersede 'Go West, young man' with 'Go to the telegraph station, young man.'"

The demand made upon us by twenty-three railroads for our Telegraphy Students is so great that we have decided in order to meet it as speedily as possible to offer this **unusual rate** to those who contemplate taking a course in this institution; we will, from this date, give an **unlimited course** in Telegraphy and typewriting with the branches that are usually included in this course for \$55 paid on entering school.

## A RECENT TELEGRAM.

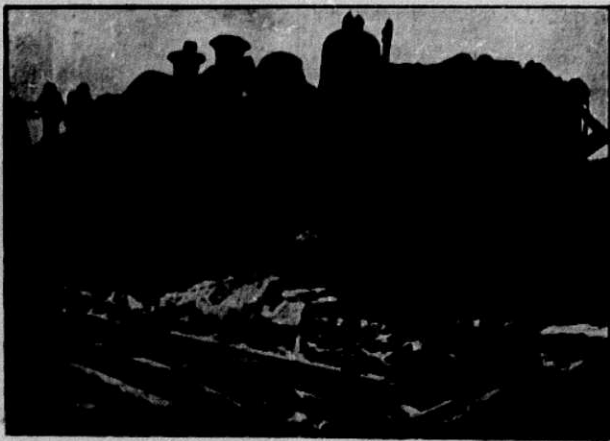
Aug. 20, 1906:—Can you furnish five good operators at fifty-five dollars per month? Answer. H. G. Whitney.

The aggregate of the salaries of those who were placed by the Continental Employment Bureau, of this city, for the last twelve months, is \$150,000.00, and yet some people ask if they can get positions.

## BOARD.

The cost of board and lodging, with everything furnished except toilet articles, is \$9 to \$12 a month.

All roads are short of operators.



The duties of a Chief Dispatcher are, in part, to supervise the movement of trains, to make distribution of cars, and have charge of the operation of telegraph lines on his district. He is also in charge of the Train Dispatchers, Telegraph Operators and linemen on such division, and must see that no operator is employed

until he has passed the prescribed examination. This is in substance the rule quoted from the "Book of Instructions" of all the railroads.

Briefly, the safe transportation of all freight, and the lives of all passengers are in his hands, and not until we behold a wreck like this pictured above do we realize the responsibility of the Chief Dispatcher.

Telegraphy offers exceptionally rare opportunities just now.



Emmett and Willie Moore.

Elizabeth, Miss. The youngest "railroad men" in the United States.

Emmett is 11 years old, is operator for the Y. & M. V. R. R., gets \$55 a month, and enjoys the distinction of being not only the youngest operator in the United States, but one of the most rapid and most accurate. He can catch anything that comes by wire.

Willie is 9 years old, is office clerk for the Y. & M. V. R. R., and gets a salary of \$15.00 a month. These brothers were in our school of Telegraphy last winter.

They are the youngest students the Bowling Green Business University ever had, but among the best.



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Agt. Miss. Cent.

R. R. Co., at

Bassfield, Miss.



Earl LeDeaux,

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Sta. Agt. Iron

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S. E. Ginn,

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## Mammoth Cave, the Greatest Natural Wonder of the World, Near the B. G. B. U.

### THE WONDER OF WONDERS.

Almost a century ago a Kentucky hunter chased a wounded bear into a giant hole in the ground and thus, simply, was the Greatest Natural Wonder of the World discovered—Mammoth Cave. Mammoth it is, indeed, beyond the widest conception of credulity. No one who enters this cavernous continent, so to speak, ever fails, upon his exit, to proclaim it the grandest wonder of the universe. Who that lives through childhood does not hear of the Mammoth Cave in prose, poetry or song? And yet, how imperfectly Americans comprehend that in it, all the other wonders of the world are combined. Can you grasp the fact that Mammoth Cave is one hundred and fifty-two miles of underground scenery more varied and fantastic than any on the outer earth, not even excepting Niagara Falls, which is a pigmy in comparison. The Mammoth Cave is a great un-



Entrance to the Mammoth Cave.

der-ground world, with starry firmament, dells and grottoes, pits and domes, mountains and rivers. Temperature at all times 54 degrees. The Cave has five different levels and 220 streets and avenues. Of this greatest of all caverns, 152 miles have been explored. The "Long Route," which is usually taken in a day by visitors, is eight miles in length.

Arriving at this greatest-of-all natural wonders, the students and teachers, dressed in cave costume and led by the regular guides, descend into the cavern and, with untiring eagerness, explore its winding avenues, climb its mountains, cross its rivers, peer down into its pits and up into its domes, drink at its fountains and otherwise enjoy a day and two hearty meals within its marvelous interior.

### A TRIP TO MAMMOTH CAVE.

Means more than the viewing of the world's greatest wonder. It affords a day or more of keen enjoyment of many kinds. Visitors are constantly writing to their friends on Mammoth Cave souvenir cards: "We are having the time of our life."

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A prominent banker said in a recent speech that he knew no occupation that offers better opportunities to the young than that of the stenographer.



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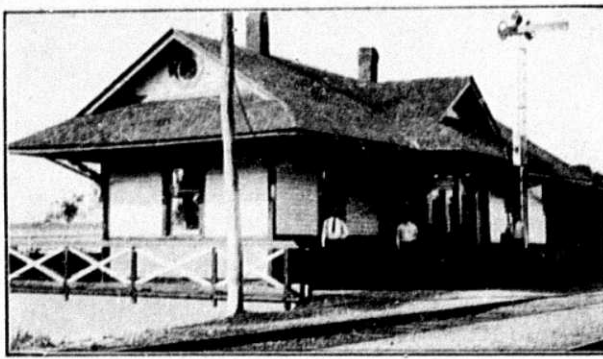
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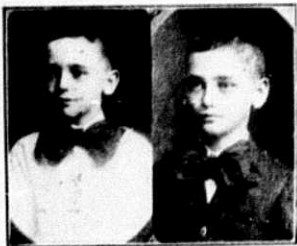


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# THEY HOLD FINE POSITIONS



Miss  
Emma Morrison,  
Stenographer for  
Collins & King,  
Gen. Ins. Office,  
Hattiesburg, Miss.



J. T. Harwell,  
Prin. Schools,  
Lake Arthur, La.



O. G. Gremillion.

"I entered the Bowling Green Business University in January, 1903, graduating in the business course in June of the same year. I immediately accepted the position as bookkeeper for the Jos. R. Ducote Merc. Co. Ltd. of Cottonport, La., held it for one year, then I was elected Asst. Cashier of the Cottonport Bank, which position I am still holding. It is with pleasure that I recommend the B. G. B. U. to every young man or woman who desires to have a practical business education."

Mr. A. LeBlanc,



Bookkeeper for J. S. Mauboules, Morse, La. "I left a position as clerk to attend your school; since completing the Business Course I have been making three or four times more than before, and with more ease."



John Pulford,  
Bookkeeper of  
Bank, Olive, Miss.



L. A. Law,  
Supt. School,  
Gueydan, La.



W. L. Turpin,  
Stenographer to  
Ten Mile Lumber  
Co., Ten Mile,  
Miss.



B. P. Olivier,  
Dealer General  
Merchandise at  
Hubertville, La.



W. E. Bohanon,  
Principal High  
School, Dutch-  
town, La.



Molcan Lacour,  
Prop. General  
Store, Eunice, La.



W. A. Cole,  
Cashier Bank,  
Sledge, Miss.



W. M. Alexander  
Supt. of City  
Schools, Lexing-  
ton, Miss.



Hubert Martin,  
Bookkeeper for  
Jno. McGrath &  
Son, Gen. Merch-  
ants, Brookhaven,  
Miss.



J. Camille Broussard,  
With First Na-  
tional Bank, Ab-  
beville, La.



L. M. Milligan,  
Bookkeeper of  
Bank of Rayne,  
Rayne, La.



Miss Mattie McLean

From Lexington, Miss. She is a graduate of the Bowling Green Business University, and has just been elected Secretary to the President of the State Normal School at Bowling Green, Ky., at a handsome salary. She is one of the finest stenographers in the South.

The graduates of the Law Department of the Southern Normal School have made a splendid reputation for that institution. If you desire to succeed in the legal profession, let us advise you before undertaking the study of law. Address Law Department, Southern Normal School, Bowling Green, Ky.

Read "Something New" on Page 2.

## TWELVE APPLICATIONS IN ONE DAY.

### FROM WEST VIRGINIA.

I expect in the near future that we will require the services of at least five or six young men. If there are any graduates from your school who have not been placed I would be pleased if you would send me their names and addresses. I would wish to use some of these men as stenographers and inspectors. We have some young men from your school who are now drawing \$1,000 per year.

Thanking you in advance for the information requested, I remain very truly yours,  
GENERAL SUPERINTENDENT.

### FROM MISSISSIPPI.

Gentlemen:-

Please send me one of your graduates from the business course to take charge of an office as bookkeeper for this lumber company.

Very truly yours,  
VICE-PRES. AND MANAGER.

### FROM LOUISIANA.

Gentlemen:-

Please send me one of your graduates to keep books for our firm, a general merchandise business.

### FROM LOUISIANA.

Gentlemen:-

We wish to employ a stenographer to our general manager of this company. Please put us in correspondence with one at once.

### FROM ARKANSAS.

Gentlemen:-

Can you furnish us with a good stenographer for our general store? Let us hear from you at once.

### FROM MISSISSIPPI.

Gentlemen:-

We wish to be put in correspondence at once with a lady stenographer for our law office.

Very truly yours,

### FROM MISSISSIPPI.

Prof. Ashby:-

Can you furnish a bookkeeper at \$95 per month to keep books for this lumber company? Answer at once.

### FROM ARKANSAS.

Prof. Ashby:-

A young lady stenographer is wanted to do shorthand work of a bank and a law office combined. Can you furnish us one?

### MORE STENOGRAPHERS

The unprecedented increase in business enterprises of every kind has produced a corresponding demand for stenographers all over the nation. It is well nigh impossible to supply the present demands that business progress makes necessary. Fortunate will be those young men who prepare thoroughly to fill the good places calling for skilled services. Stenography offers peculiar advantages to those who desire quick promotion in business. Thousands of aspiring young people are availing themselves of this almost unexcelled opportunity for larger business life. Now is the time to strike. Now is the time to enter. Now is the time to begin. Write us for particulars as to the time required to complete the course. It is far easier than you think it is. You will be surprised, when you begin it, to find how rapidly you will master it.

Charles Warder, a Bowling Green boy, made \$10 a month before taking a Business Course in this Institution. He is now Manager of the Pearl River Lumber Company's general store near Brookhaven, Miss., at a salary of \$90 per month.



A fancy signature by our penman, Prof. Hill, who also engrossed the heading of this paper.



T. D. Peete,  
Teller Bank  
of Brookhaven,  
Brookhaven, Miss.



Miss  
Mary Stallard,  
Stenographer of  
Bank, Poplarville,  
Miss.



H. E. Omen,  
Cash'r. Citizen's  
Bank, Bunkie, La.



Myron J. Babin,  
Bookkeeper and  
Ass't. Cashier,  
Bank of White  
Castle, White  
Castle, La.



T. T. Harper,  
Manager and  
partner in the  
Collins Hdw. Co.,  
Collins, Miss.



C. M. Hardcastle,  
Stenographer,  
Lampton Bros.,  
Tylertown, Miss.



C. Emma Combost,  
Stenographer for  
Union Sup. Co.,  
Hattiesburg, Miss.



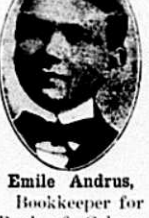
Lawrence Larcado  
Bookkeeper for  
Bank, Opelousas,  
La.



T. J. Hayes,  
Buyer for Chi-  
cago Car Lumber  
Co., Hattiesburg,  
Miss.



W. J. Pierce,  
Bookkeeper, Clas.  
Hafter & Co.,  
Greenville, Miss.



Emile Andrus,  
Bookkeeper for  
Bank of Calcasieu  
Parish, Lake  
Charles, La.



Jno. Martin,  
Op., Sou. Pac. R.  
R., Baldwin, La.



Jno. L. Raim,  
Agt. R.R. Co., at  
Tylertown, Miss.



W. R. Hathorn,  
Ass't. Cashier  
Commercial Bank,  
Alexandria, La.



Miss  
Laura Connley,  
Stenographer to  
Gayer & Ott, At-  
torneys at law,  
Franklinton, La.



Edward Langlois,  
Jr., Bookkeeper  
for Edw. Lang-  
lois & Co., New  
Roads, La.



V. L. Duffel,  
Prop. of Book  
Store, Donaldson-  
ville, La.



H. L. Skeen,  
Salesman, Kos-  
ciusko, Miss.



J. W. Lewis,  
A fine business  
man and book-  
keeper with the  
Swartz Lumber  
Co., Swartz, La.



Knox N. Hollimon  
Office Deputy  
Sheriff, Hatties-  
burg, Miss.



P. H. Michael,  
Bookkeeper at  
Worthville, La.



C. E. Dye,  
Stenographer  
Rich Lumber Co.,  
Hattiesburg,  
Miss.



C. D. Nixon,  
Bookkeeper, at  
Tolarville, Miss.



B. Barrouse,  
Cashier Bank,  
Church Point, La.



# A Few of Our Former Students Whose Monthly Salaries Run From \$100 to \$250 Each

## HAWORTH BROTHERS



**P. T. Haworth,**  
General Mercan-  
tile Business,  
Boyce, La.



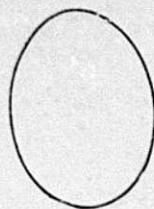
**S. G. Haworth,**  
Bookkeeper J.  
Supple's Sons &  
Co., Bayou Gon-  
la, La.



**O. L. Haworth,**  
Cashier and  
bookkeeper, the  
Union Oil Co.,  
Bunkie, La.,

## Mr. Dan Howell.

Sta. Agt. Y. &  
M. V. R. R., Niti-  
yuma, Miss., sal-  
ary \$110 a month.



The space above has been reserved  
for one who, for a long time, has  
intended to enter the Bowling Green  
Business University.

Now consider this plan and see if  
it does not solve your problem: A  
business education will more than  
double your earning power. It has  
done so for others. Now if you bor-  
row about \$200.00 and take the  
course, you will, by virtue of your  
greater power to earn money, be able  
to pay off your debt in a few months  
—as hundreds have done—and you  
will then be drawing a salary not only  
larger than you ever drew before, but  
one that will increase as your experi-  
ence increases. It is too good an in-  
vestment to be longer deferred.

Why leave that space vacant any  
longer?

## W. S. Morehead,



Chief Clerk to  
Division Engineer  
of the St. Louis  
& Iron Mountain  
R. R., Monroe,  
La.

## V. V. Boatner,



Chief Dispatch-  
er Y. & M. R. R.,  
Wilson, La.

"I am with the  
Yazoo & Missis-  
sippi Valley Rail-  
road, at this  
point, employed  
in the capacity of  
railroad dispatch-  
er, at a salary of one hundred and  
five dollars per month. I have been  
with this company since shortly af-  
ter leaving your school, and have  
worked in different capacities. I have  
held my present position since March  
13th. This position is considered one  
of the most important and responsi-  
ble positions on the road. I left your  
school at the age of twenty ears, and  
was promoted to the position of train  
dispatcher at the age of twenty-two,  
a little over two years after leaving  
school. It will be a great pleasure  
for me to use my influence in any way  
I can in helping you to continue the  
work you are doing in preparing young  
men for responsible positions, and  
for a more useful life. I shall always  
help you in any way I can."

Since writing the above, Mr. Boat-  
ner has been promoted to Chief Dis-  
patcher. Congratulations, Mr. Boat-  
ner!

## Mr. C. D. Andrus,



Jennings, La.,  
graduated from  
the B. G. B. U. in  
1895; afterward  
held several posi-  
tions of trust,  
chief among them  
being bookkeeper  
for Black Bros. &  
Roberts, Crowley,  
La., later for J.  
Frankel, and in September, 1901, be-  
came Ass't. Cashier of the First Na-  
tional Bank of Crowley, and in 1905  
was elected Cashier of the State Na-  
tional Bank of Jennings, La., which  
position he still holds. Mr. Andrus  
says: "No doubt the success which  
I have achieved is due to the thor-  
ough training which I received during the  
two years that I was in the Bowling  
Green Business University."

## Dr. S. L. Knight.



An old Bowling  
Green Business  
University grad-  
uate, now Physi-  
cian and Surgeon  
with fine practice  
at Hattiesburg,  
Miss.

## S. M. Shrader,



Bookkeeper for  
one of Mississip-  
pi's largest lum-  
ber companies,  
Brookhaven, Miss.  
His salary is \$1-  
800 a year. Be-  
fore attending the  
B. G. B. U. it  
was \$780 a year.  
Mr. S. says "The  
seven months I spent in your school  
has been worth in dollars and cents  
\$1,020 a year, not to mention other  
advantages."



**J. A. Huffpaur,**  
Crowley, La.,  
Representing the  
Brown Shoe Co.,  
St. Louis.



**Henry E. Lowery**  
Co-partner W.  
F. Clifton & Co.,  
Morrow, La.

## Mr. J. J. Hibbett,



Proprietor of  
the "Owl Drug  
Store," and one  
of the most suc-  
cessful business  
men of Hatties-  
burg, Miss.



**C. W. Finley,**  
Banker, Crow-  
ley, La.



**V. A. Wier,**  
Ass't. Cashier  
Bank, Sled-  
Miss.

## W. N. McReynolds.



Sec. and Treas.  
of one of the  
largest rice mills  
in America, at a  
salary not enjoy-  
ed by many men.  
He is one of the  
greatest men this  
institution ever  
turned out.



**E. H. Beckner,**  
Buyer for the  
Rich Lam. & Mfg.  
Co., Hattiesburg  
Miss.



**Lewis Pace,**  
Book-keeper for  
the Plattenville  
Lumber Co., Plat-  
tenville, La.



**M. Luther Gates**  
Ass't Bookkeep-  
er the E. G.  
Swartz Co., Ltd.,  
Swartz, La.



**H. W. Taylor,**  
Bunkie, La.,  
Sec. and Treas.  
of a Lumber Co.



**Mr. A. M. Smith,**  
Supt. Schools  
Vermillion Parish  
and Prin. High  
School, Albeville,  
La.



**J. Van Sant,**  
Principal High  
School, at Jones-  
boro, La.

## O. R. S. Pool.



Hattiesburg,  
Miss. He is one  
of the manag-  
ers and own-  
ers of the Union  
Mfg. & Supply  
Co., and one of  
the leading citi-  
zens of his city.  
Graduating from  
the B. G. B. U.  
seven years ago and starting in busi-  
ness with his education and charac-  
ter as his chief capital, he is to-day a  
man of means and influence.

## H. Ogden,



See'ty to the  
McInnis Lumber  
Co., Hattiesburg,  
Miss.  
Mr. Ogden has  
made a great  
success, as he so  
richly deserved to  
do—not only in  
accumulating a  
goodly amount of  
this world's goods, but also a busi-  
ness experience and record that but  
few young men ever attain.

## Mr. E. B. King,



Supt. the Rich  
Lumber & Mfg.  
Co., Hattiesburg,  
Miss.  
"You can quote  
me as saying any-  
thing good for  
the University,  
as I can't say too  
much for it. In  
fact, what little  
success I have met with I owe to  
this school."

He graduated seven years ago,  
and began business as a stenog-  
rapher for the company of whose  
affairs he is now Superintendent,  
was promoted from time to time  
till he reached his present enviable  
position. His salary is \$1,800 a year,  
and he is stock-holder in other enter-  
prises, and one of the leading citizens  
of Hattiesburg. By good manage-  
ment and wise investment he has be-  
come also a man of means.

When writing mention course wanted

## C. H. Newman,



Brandon, Miss.,  
Official Court Ste-  
nographer of the  
Eighth Judicial  
District of Mis-  
sissippi. Salary,  
\$50 a week, be-  
sides extra work  
out of court. He  
is now 24 years of  
age. Mr. Newman  
says: "I completed bookkeeping and  
shorthand in B. G. B. U. in 1901, and  
have held good positions ever since  
the day I left school. In my opinion,  
there is no better school in the  
South."



**A. C. Cherry, Esq.**  
Att'y at Law  
with excellent  
practice, Hatties-  
burg, Miss.



**Mrs. A. C. Cherry**  
Hattiesburg,  
Miss.

## Mr. H. G. Whitney,



Chief Clerk  
Road Dep't. Ill.  
Central R. R.  
Co., Water Val-  
ley, Miss.  
"I am now  
making more than  
nine times as  
much as I did be-  
fore completing a  
course in your  
Business University. The success I  
have met with, I owe principally to  
the training I received in your school."

"I have employed from the Bow-  
ling Green Business University **ten**  
young men and all of them have held  
their positions **with credit**, and the  
majority of them **received promo-**  
**tion.**"

Address all communications to  
Bowling Green Business University,  
Bowling Green, Ky.

*You must write well or you can't be the best Bookkeeper.*

A Specimen of Business Penmanship Rapidly Written by Prof. J. L. Harman.

## Bowling Green Business University

### RATES OF TUITION.

Tuition for Business, Short-  
hand or Telegraphy Course,  
one month ..... \$12.00  
(We make no effort to enroll  
students for one month, for it  
is not best for either the pupil  
or the school.)  
Tuition for Business or Short-  
hand Course, three months. 30 00  
Tuition for Business or Short-  
hand Course, five months.... 45 00  
Tuition for Business or Short-

hand Course, ten months ... 60 00  
Unlimited scholarship for the  
Commerce Course ..... \$5.00

### COMBINED COURSES.

Tuition for the combined Busi-  
ness and Shorthand Courses,  
three months ..... \$45 00  
Tuition for the combined Busi-  
ness and Shorthand Courses,  
five months ..... 55 00  
Tuition for the combined Busi-  
ness and Shorthand Courses,  
ten months ..... 65 00  
Tuition for the combined Busi-  
ness and Telegraphy Courses,  
five months ..... 55 00  
Tuition for the combined Busi-  
ness and Telegraphy Courses,

ten months ..... 65 00

Tuition for the combined Busi-  
ness, Shorthand, and Tele-  
graphy Courses, five months.. 60 00  
Tuition for the combined Busi-  
ness, Shorthand and Tele-  
graphy courses, ten months.. 70 00  
Tuition for an unlimited schol-  
arship in the School of Tele-  
graphy, Civil Service, Rail-  
road and Express ..... 45 00  
Any student who enters the  
Bowling Green Business Uni-  
versity and pays for a five or  
10-months' scholarship in the  
Business or Shorthand or  
both courses, will have the  
privilege of entering the  
School of Telegraphy, Civil

Service, Railroad and Ex-  
press on an unlimited schol-  
arship for ..... 30 00

Students of the School of Tele-  
graphy who have entered on a  
regular scholarship will be  
allowed to enter the Bowling  
Green Business University  
and pursue the Business or  
Shorthand Courses for five  
months for ..... 30 00  
And for ten months ..... 40 00  
Typewriting, per month ..... 3 00  
Typewriting, for four months.. 10.00  
Unlimited course in Typewrit-  
ing ..... 15 00

Write for new B. G. B. U. Catalog.

### SOMETHING ELSE NEW.

The School of Telegraphy in the  
Bowling Green Business University  
has just given orders for several hun-  
dred dollars' worth of **new equip-**  
**ment.** Those who enter in January  
will find that a **separate booth** has  
been provided for each telegraphy  
student. Fine oak tables, the best  
instruments to be had in the market,  
large well ventilated and lighted  
rooms, and a line connecting two  
towns and doing actual telegraph  
business, will be among the **new fea-**  
**tures.**